



It's time to begin planning your 2017-2018 calendar year and budgeting your unit finances to fund your scheduled activities! As part of that you have to fundraise, if your unit will be participating in the fall popcorn sale - complete and submit the commitment below.

If your unit struggles with calendarization and budgeting, please contact Jacob to schedule a meeting time to walk through the process.

District _____ Unit # _____ Unit Leader Name _____

Street Address: _____ Phone _____

E-mail _____ REQUIRED

Popcorn Kernel _____

Street Address: _____ Phone _____

E-mail _____ REQUIRED

Co-Kernel _____

Street Address _____ Phone _____

E-mail _____ REQUIRED

Thirty day sale period _____ 2018 ICC Presentation Date _____ School Night Date 2018 _____
(Scout Leader, your E-mail account must be set up to accept mass mailings/e-mail broadcasts throughout the sale)

Unit & Per Scout Goal for BONUS!!!
Unit Goal \$ _____ Individual Boy Goal \$ _____

Remember: Popcorn is more than a fundraiser, it's an opportunity for us to mentor and guide our youth on salesmanship/communication technique and how to set and achieve your goals

Take the time to train them on how to make a popcorn sales ask – teach them why they are selling, what their customers are supporting and techniques on turning a "no" sale into a potential "yes".

Issue your Scouts copies of their sale sheets from the prior year to have an established customer base and get out and complete service work to establish a Scouting presence in the areas that your unit will be selling!